

# sdm's 1976 SUBJECT INDEX

## A

### Access Control

- Access Control System Saves \$60,000 a Year at Giant Publishing Complex. *Dec.*, p. 22
- Elevator Access Control System Protects Judges in N.Y. Court Building. *Dec.*, p. 26
- Insurance Company Protects Premises With Electronic Card Reader. *Dec.*, p. 24
- Major Trends in Access Control Systems. *Apr.*, p. 82

### Acrylics

- Acrylic Fixtures Battle Shoplifters. *Nov.*, p. 69

### Advertising & Marketing

- Marketing Strategy for Growth and Profit: The Distributor's Viewpoint. *Apr.*, p. 42
- Match the Media to Your Advertising Message. *Nov.*, p. 76
- "Overseas Marketing on New York Seminar Agenda," SEIA Soundings. *Sept.*, p. 129
- Yellow Pages Program Can Add New Customers. *Dec.*, p. 80

### Airport Security

- Study Sees Lax Security as Peril to Power Plants. *Aug.*, p. 114

### Awards, Security

- SDM Wins Grand Prize in Journalism Competition. *July*, p. 23

## B

### Building Security

- Advanced Life Safety System Changes City Fire Codes. *Feb.*, p. 48
- Detection Devices for Early Warning and Control of Fire in Buildings. *June*, p. 26
- Large Scale Multiplex Application & Installation. *Aug.*, p. 20

- Major Trends in Access Control Systems. *Apr.*, p. 82

- "More on Fire Laws," Security Court Cases. *July*, p. 75

- Multiplex Techniques Aid Large-Scale Total Security System. *Feb.*, p. 26

## C

### CCTV

- CCTV Applications in Security. *Nov.*, p. 38
- CCTV Systems Made Easy. *Nov.*, p. 32
- Surveillance With CCTV. *Nov.*, p. 26

### Central Stations

- A Case for Radio Alarms. *Mar.*, p. 38
- Kansas City Security Firm Stresses Full Service. *Sept.*, p. 46
- Proprietary Multiplex Central Station System Protects Colorado Hotel. *Oct.*, p. 85
- SDM Interviews a Residential Central Station Operator. *May*, p. 34

### Computerized Central Stations

- The Central Station and the Computer. *Oct.*, p. 18
- Computer Search Pays Off for Central Station. *Oct.*, p. 16
- Computerized Security Center Begins Operation in Houston. *Jan.*, p. 80
- Distributed Processing with Microprocessors in Security Equipment. *Oct.*, p. 77
- Proprietary System Provides Security and Energy Management at California College. *Oct.*, p. 20

### Conferences, Security

- Chicago . . . Chicago . . . May, p. 20
- ISC Security East. *Sept.*, p. 20
- Welcome to the Best — Security West. *Jan.*, p. 20

## D

### Dialers

- Paradox in the Alarm Industry. *Apr.*, p. 88

### Distribution Methods

- The Case for Factory Authorized Distribution. *July*, p. 80
- Conrac Pursues Growth Via Distributor Route. *Apr.*, p. 85

## E

### Exit Alarm Locks

- Fast-Operating Exit Control Locks Protect Milwaukee Art Center. *July*, p. 92

## F

### False Alarms

- Basic Considerations for Multiplexing Systems. *Feb.*, p. 22
- "Battery Swingers," Kinks & Hints for the Installer. *Oct.*, p. 88
- Cooperation Is the Key to False Alarm Reduction. *Aug.*, p. 24
- Paradox in the Alarm Industry. *Apr.*, p. 88

### Financial Reports

- Security Financials:  
*Jan.*, p. 13/ *Feb.*, p. 13/  
*Mar.*, p. 13/ *Apr.*, p. 13/  
*May*, p. 13/ *June*, p. 17/  
*July*, p. 13/ *Aug.*, p. 13/  
*Sept.*, p. 15/ *Oct.*, p. 13/  
*Nov.*, p. 15/ *Dec.*, p. 13

### Fire Alarm Market

- Exploring the Fire Alarm Market. *June*, p. 24
- "Fire and the Law," Security Court Cases. *June*, p. 74

## Fire Detectors & Extinguishers

- Advanced Life Safety System Changes City Fire Codes. *Feb.*, p. 48  
Detection Devices for Early Warning and Control of Fire in Buildings. *June*, p. 26  
"Fire and the Law," Security Court Cases. *June*, p. 74  
Fire Detection — A New Concept. *June*, p. 36  
Selling Portable Fire Extinguishers? Better Know the Rules. *June*, p. 68

## G

### General Business

- Make the Most of Your Accountant's Services. *Aug.*, p. 22  
The Small Business Administration and Security Firms. *Jan.*, p. 38  
Watch Out for the Co-Insurance Clause! *Apr.*, p. 45

### Glazing Systems

- Stop Thief! Sales Opportunities in Security Glazing. *Apr.*, p. 18

## I

### Indexes

- Index Issue for SDM 1976:  
Subject Index, *Dec.*, p. 41  
Title Index, *Dec.*, p. 43  
SDM Security Products Directory Issue for 1976. *Aug.*, pp. 39-104  
Product Directory, *Aug.*, p. 39  
Cross-Index to Product Directory, *Aug.*, p. 69  
SDM Directory of Manufacturers and Distributors. *Aug.*, p. 75  
SDM's Special 1976 Directory of Fire Equipment Suppliers. *June*, p. 72

### Industry News

- Report of Public Meeting — Private Security Advisory Council. *Nov.*, p. 58  
Washington, D.C. to Install Emergency Communications Center. *Apr.*, p. 74

### Installation Contracts

- Are You Ready for This . . . *Mar.*, p. 44

### Installation Tips

- "Add Day Tamper Circuit to Phone Line Monitor," Kinks & Hints for the Installer. *May*, p. 114  
"Bulk Tape Eraser Saves Time," Kinks & Hints. *Nov.*, p. 102  
"Cable Running Tip," Kinks & Hints. *Nov.*, p. 102  
"Continuity & Polarity Checker," Kinks & Hints. *June*, p. 80  
"Continuity Check Short-Cut," Kinks & Hints. *July*, p. 87  
"Drill Holster for Tool Belt," Kinks & Hints. *May*, p. 114  
Foiling Instructions: Applying Window Foil Step by Step. *Apr.*, p. 24  
"Hole Drilling & Snaking Made Easy," Kinks & Hints. *Jan.*, p. 110  
"Inexpensive Continuity Checker," Kinks & Hints. *Apr.*, p. 75



- "Labelling System Parts," Kinks & Hints. *Apr.*, p. 75  
"Laser Aligns Photoelectrics," Kinks & Hints. *Aug.*, p. 119  
"Magnetic Screw Holder," Kinks & Hints. *Feb.*, p. 82  
"Phone Line Monitor Update," Kinks & Hints. *Feb.*, p. 82  
"Portable Hard Wire Panic," Kinks & Hints. *Feb.*, p. 82  
"Quality" in Electronic Cable Comes in a Number of Ways. *Nov.*, p. 56  
"Secret Opening Code for Central Station Subscribers," Kinks & Hints. *Sept.*, p. 18  
"Use Fire Circuit to Back Up Burglary," Kinks & Hints. *July*, p. 87  
The Use of RTV Sealant-Adhesive in Alarm Installations. *Sept.*, p. 125

## L

### Law & Legislation

- "Fire and the Law," Security Court Cases. *June*, p. 74  
"Full Vs. Limited Warranties," Security Court Cases. *Oct.*, p. 72  
"Insurance and Alarms," Security Court Cases. *Dec.*, p. 93  
"Liability Clause Upheld," Security Court Cases. *Nov.*, p. 78  
"More on Fire Laws," Security Court Cases. *July*, p. 75  
"Warranties and Guarantees," Security Court Cases. *Aug.*, p. 120

### Law Enforcement Assistance

#### Administration (LEAA)

- "LEAA Builds Empire While Crime Soars," Editor's Outlook. *Nov.*, p. 19

## M

### Multiplexing

- Basic Considerations for Multiplexing Systems. *Feb.*, p. 22  
Glossary of Multiplexing Terms. *Feb.*, p. 51  
Large Scale Multiplex Application & Installation. *Aug.*, p. 20  
Mini-Modular Multiplexing: Solution for Telco Transmission Problems? *Feb.*, p. 39  
Monitoring System Provides Assist to Ohio Police Department. *Nov.*, p. 91  
Multiplex Techniques Aid Large-Scale Total Security System. *Feb.*, p. 26  
Multiplex: What's Happened to It? *Feb.*, p. 24  
Multiplexing: Is It for You — Yet? *Feb.*, p. 23  
"Multiplexing Revisited," Editor's Outlook. *Feb.*, p. 15  
Multiplexing: What and Where Is It? Where Is It Going? *Feb.*, p. 20  
Proprietary Multiplex Central Station System Protects Colorado Hotel. *Oct.*, p. 85

## N

### National Electrical Codes

- Burglar Alarms and the National Electrical Code. *Aug.*, p. 106

## P

### Personal Management

- Sole Proprietorship Life Insurance. *July*, p. 78  
Where There's a "Will" There's a Way. *Sept.*, p. 50

### Police Monitoring Equipment

- Monitoring System Provides Assist to Ohio Police Department. *Nov.*, p. 91

### Police Response Time

- "No Home in America Safe Within Ten Years?" Editor's Outlook. *Aug.*, p. 15  
"Yes, Virginia. There Are Some Police Departments That Care," Editor's Outlook. *June*, p. 19

### Postal Problems

- "God and the U.S. Post Office," Editor's Outlook. *Oct.*, p. 15  
"Mail Delivery . . . A National Disgrace!" Editor's Outlook. *Sept.*, p. 17  
A Special Message from the Publisher. *July*, p. 6

### Private Security

- Innovation: Key to CSG's Growth and Success. *Mar.*, p. 24  
Kansas City Security Firm Stresses Full Service. *Sept.*, p. 46  
Two-Way Radio, Helicopter Cut School Security Costs. *Mar.*, p. 22

## R

### Radio Communications

- Radio Communications . . . Lifeblood of California Patrol Car Service. *Mar.*, p. 20  
Two-Way Radio, Helicopter Cut School Security Costs. *Mar.*, p. 22

### Radio Frequency Alarms

- A Case for Radio Alarms. *Mar.*, p. 38

### Residential Market

- Residential Alarm Installation. *May*, p. 116  
SDM Interviews a Residential Central Station Operator. *May*, p. 34

## S

### Sales & Selling

- "Are Your Attitudes Working For or Against You?" Selling Security. *Mar.*, p. 16  
"Be Decisive — Make More Sales!" Selling Security. *Dec.*, p. 18  
"Convincing the Suspicious Customer," Selling Security. *May*, p. 44  
Explain New Products to Employees. *June*, p. 93  
"Get Across the 'Value' in Selling," Selling Security. *June*, p. 20  
"Grab Those Extra Sales Chances," Selling Security. *Jan.*, p. 16  
"Handling Complaints As a Sales Builder," Selling Security. *Oct.*, p. 68  
"Handling That New Situation," Selling Security. *Aug.*, p. 16  
"It's Election Time Again," Selling Security. *Apr.*, p. 16  
"Quick Response Ability Pays Off," Selling Security. *July*, p. 18  
"Remove Those False Ideas from Your Sales Approach," Selling Security. *Feb.*, p. 16  
"Sell Benefit First and Boost Sales," Selling Security. *Nov.*, p. 20  
Synopsis of Actions for Closing the Sale. *Apr.*, p. 46

### Security Equipment Industry Association (SEIA)

- "Overseas Marketing on New York Seminar Agenda," SEIA Soundings. *Sept.*, p. 129  
SEIA — At Threshold of High-Technology Industry Boom. *Apr.*, p. 39  
SEIA Welcomes New Officers. *Aug.*, p. 136

### Security Industry Forecasts

- "A Look Ahead," Editor's Outlook. *Dec.*, p. 17  
A Look at Some Advanced Alarm Concepts. *July*, p. 24  
Security Product Manufacturers Foresee Banner Year Ahead. *Jan.*, p. 82  
SEIA — At Threshold of High-Technology Industry Boom. *Apr.*, p. 39

### Security Industry/Government Problems

- "Fury at Walnut Creek," Editor's Outlook. *Jan.*, p. 15  
"Mechanical' Standards Versus 'Performance' Standards," Editor's Outlook. *Apr.*, p. 15  
"Talk About Policemen Being in the Alarm Biz," Editor's Outlook. *May*, p. 17  
"Yes, Virginia. There Are Some Police Departments That Care," Editor's Outlook. *June*, p. 19

### Security Industry, Humorous Aspects

- The McWilliamses and the Burglar Alarm. *July*, p. 20

### Security Products Glossary

- SDM's Glossary of Security Terms. *Dec.*, p. 58

## T

### Trade Shows

- Get the Most Out of a Convention or Trade Show. *May*, p. 77

## U

### U.L. Listing

- "Fury at Walnut Creek," Editor's Outlook. *Jan.*, p. 15  
U.L. Listing . . . What's It All About? *Oct.*, p. 80

## W

### Warehousing

- "Better Warehousing Boosts Profits," Selling Security. *Sept.*, p. 18

### Window Protection

- Protecting Glass Without Foil. *Apr.*, p. 22

# sdm's 1976 TITLE INDEX

## A

ACCESS CONTROL SYSTEM SAVES \$60,000 A YEAR AT GIANT PUBLISHING COMPLEX. *Dec., p. 22*

ACRYLIC FIXTURES BATTLE SHOPLIFTERS. *Nov., p. 69*

ADVANCED LIFE SAFETY SYSTEM CHANGES CITY FIRE CODES. SDM Staff Feature. *Feb., p. 48*

ARE YOU READY FOR THIS. Clem Williams. *Mar., p. 44*

## B

BASIC CONSIDERATIONS FOR MULTIPLEXING SYSTEMS. Claude King. *Feb., p. 22*

"BIG DYNA" PEEKED AT DEM'S BAGS THROUGHOUT CONVENTION. *Aug., p. 121*

BURGLAR ALARMS AND THE NATIONAL ELECTRICAL CODE. H. William Trimmer. *Aug., p. 106*

## C

THE CASE FOR FACTORY AUTHORIZED DISTRIBUTION. Lex Finley. *July, p. 80*

A CASE FOR RADIO ALARMS. SDM Staff Feature. *Mar., p. 38*

CCTV APPLICATIONS IN SECURITY. Dennis E. Burke. *Nov., p. 38*

CCTV SYSTEMS MADE EASY. Herman A. Kruegle. *Nov., p. 32*

THE CENTRAL STATION AND THE COMPUTER. SDM Staff Feature. *Oct., p. 18*

CHICAGO . . . CHICAGO . . . *May, p. 20*

COMPUTER SEARCH PAYS OFF FOR CENTRAL STATION. *Oct., p. 16*

COMPUTERIZED SECURITY CENTER BEGINS OPERATION IN HOUSTON. *Jan., p. 80*

CONRAC PURSUES GROWTH VIA DISTRIBUTOR ROUTE. *Apr., p. 85*

COOPERATION IS THE KEY TO FALSE ALARM REDUCTION. *Aug., p. 24*

## D

DETECTION DEVICES FOR EARLY WARNING AND CONTROL OF FIRE IN BUILDINGS. Thomas R. Lasier. *June, p. 26*

DISTRIBUTED PROCESSING WITH MICRO-PROCESSORS IN SECURITY EQUIPMENT. Stanley Wilson, Jr. *Oct., p. 77*

## E

EDITOR'S OUTLOOK. R.J. Bargert. "Fury at Walnut Creek," *Jan., p. 15* "Multiplexing Revisited," *Feb., p. 15* "Let's Hear from the Locals," *Mar., p. 15* "Mechanical Standards Vs. 'Performance' Standards," *Apr., p. 15* "Talk About Policemen Being in the Alarm Biz . . ." *May, p. 17* "Yes, Virginia, There Are Some Police Departments That Care . . ." *June, p. 19* "From Products to Mark Twain to Bill Trimmer," *July, p. 17* "No Home in America Safe Within Ten Years?" *Aug., p. 15* "Mail Delivery . . . A National Disgrace!" *Sept., p. 17* "God and the U.S. Post Office," *Oct., p. 15* "A Look Ahead," *Dec., p. 17*

EDITOR'S OUTLOOK. Sheryl Leininger. "LEAA Builds Empire While Crime Soars," *Nov., p. 19*

ELEVATOR ACCESS CONTROL SYSTEM PROTECTS JUDGES IN N.Y. COURT BUILDING. *Dec., p. 26*

EXPLAIN NEW PRODUCTS TO EMPLOYEES. Stuart Covington. *June, p. 93*

EXPLORING THE FIRE ALARM MARKET. R.J. Bargert. *June, p. 24*

## F

FAST-OPERATING EXIT CONTROL LOCKS PROTECT MILWAUKEE ART CENTER. *July, p. 92*

FIRE DETECTION — A NEW CONCEPT. August Conte. *June, p. 36*

FOILING INSTRUCTIONS: APPLYING WINDOW FOIL STEP BY STEP. *Apr., p. 24*

## G

GET THE MOST OUT OF A CONVENTION OR TRADE SHOW. Shirley Guttentag. *May, p. 77*

GLOSSARY OF MULTIPLEXING TERMS. *Feb., p. 51*

## I

INNOVATION: KEY TO CSG'S GROWTH AND SUCCESS. SDM Staff Feature. *Mar., p. 24*

ISC SECURITY EAST. *Sept., p. 20*

INSURANCE COMPANY PROTECTS PREMISES WITH ELECTRONIC CARD READER. *Dec., p. 24*

## K

KANSAS CITY SECURITY FIRM STRESSES FULL SERVICE. SDM Staff Feature. *Sept., p. 46*

## L

LARGE SCALE MULTIPLEX APPLICATION & INSTALLATION. James E. Stoll. *Aug., p. 20*

A LOOK AT SOME ADVANCED ALARM CONCEPTS. H. William Trimmer. *July, p. 24*

## M

MAJOR TRENDS IN ACCESS CONTROL SYSTEMS. *Apr., p. 82*

MAKE THE MOST OF YOUR ACCOUNTANT'S SERVICES. Joseph Arkin. *Aug., p. 22*

MARKETING STRATEGY FOR GROWTH AND PROFIT: THE DISTRIBUTOR'S VIEWPOINT. Jonathan Gubin and William P. McNeill. *Apr., p. 42*

MATCH THE MEDIA TO YOUR ADVERTISING MESSAGE. William Walker. *Nov., p. 76*

THE McWILLIAMSES AND THE BURGLAR ALARM. Samuel Clemens. *July, p. 20*

**MINI-MODULAR MULTIPLEXING: SOLUTIONS FOR TELCO TRANSMISSION PROBLEMS?** David J. Belknap and William J. Byers. *Feb.*, p. 39

**MONITORING SYSTEM PROVIDES ASSIST TO OHIO POLICE DEPARTMENT.** *Nov.*, p. 91

**MULTIPLEX TECHNIQUES AID LARGE-SCALE TOTAL SECURITY SYSTEM.** Arthur R. Katon. *Feb.*, p. 26

**MULTIPLEX: WHAT'S HAPPENED TO IT?** Hugh M. Baker, Jr. *Feb.*, p. 24

**MULTIPLEXING AND THE POLLING COMPUTER.** Donald F. Day. *Feb.*, p. 42

**MULTIPLEXING: IS IT FOR YOU — YET?** Kit Vail. *Feb.*, p. 23

**MULTIPLEXING: WHAT AND WHERE IS IT? WHERE IS IT GOING?** R.J. Bargert. *Feb.*, p. 20

## P

**PARADOX IN THE ALARM INDUSTRY.** J.P. Neil. *Apr.*, p. 88

**PROPRIETARY MULTIPLEX CENTRAL STATION SYSTEM PROTECTS COLORADO HOTEL.** Bruce Vogelgesang and Jerry Dunham. *Oct.*, p. 85

**PROPRIETARY SYSTEM PROVIDES SECURITY AND ENERGY MANAGEMENT AT CALIFORNIA COLLEGE.** *Oct.*, p. 20

**PROTECTING GLASS WITHOUT FOIL.** Ray Sobel and Tim Willick. *Apr.*, p. 22

## Q

**"QUALITY" IN ELECTRONIC CABLE COMES IN A NUMBER OF WAYS.** *Nov.*, p. 56

## R

**RADIO COMMUNICATIONS ... LIFE BLOOD OF CALIFORNIA PATROL CAR SERVICE.** SDM Staff Feature. *Mar.*, p. 20

**REPORT OF PUBLIC MEETING — PRIVATE SECURITY ADVISORY COUNCIL.** *Nov.*, p. 58

**RESIDENTIAL ALARM INSTALLATION.** Steven G. Tager. *May*, p. 116

## S

**SDM INTERVIEWS A RESIDENTIAL CENTRAL STATION OPERATOR.** SDM Staff Feature. *May*, p. 34

**SDM WINS GRAND PRIZE IN JOURNALISM COMPETITION.** *July*, p. 23

**SDM'S GLOSSARY OF SECURITY TERMS.** *Dec.*, p. 58

**SECURITY COURT CASES.** Milton N. Gross, J. D. "Fire and the Law," *June*, p. 74/ "More on Fire Laws," *July*, p. 75/ "Warranties and Guarantees," *Aug.*, p. 120/ "Full vs. Limited Warranties," *Oct.*, p. 72/ "Liability Clause Upheld," *Nov.*, p. 78/ "Insurance and Alarms," *Dec.*, p. 93

**SECURITY FINANCIALS.** Sheryl Leininger. *Jan.*, p. 13/ *Feb.*, p. 13/ *Mar.*, p. 13/ *Apr.*, p. 13/ *May*, p. 13/ *June*, p. 17/ *July*, p. 13/ *Aug.*, p. 13/ *Sept.*, p. 15/ *Oct.*, p. 13/ *Nov.*, p. 15/ *Dec.*, p. 13

**SECURITY PRODUCT MANUFACTURERS FORESEE BANNER YEAR AHEAD.** SEIA Survey. *Jan.*, p. 82

**SEIA — AT THRESHOLD OF HIGH-TECHNOLOGY INDUSTRY BOOM.** Ralph Hanneman. *Apr.*, p. 39

**SEIA SOUNDINGS.** Ralph Hanneman. "Overseas Marketing on New York Seminar Agenda," *Sept.*, p. 129

**SEIA WELCOMES NEW OFFICERS.** *Aug.*, p. 136

**SELLING PORTABLE FIRE EXTINGUISHERS? BETTER KNOW THE RULES.** *June*, p. 68

**SELLING SECURITY.** Ernest W. Fair. "Grab Those Extra Sales Chances," *Jan.*, p. 16/ "Remove Those False Ideas from Your Sales Approach," *Feb.*, p. 16/ "Are Your Attitudes Working For or Against You?" *Mar.*, p. 16/ "It's Election Time Again," *Apr.*, p. 16/ "Convincing the Suspicious Customer," *May*, p. 44/ "Get Across the 'Value' in Selling," *June*, p. 20/ "Quick Response Ability Pays Off," *July*, p. 18/ "Handling That New Situation," *Aug.*, p. 16/ "Better Warehousing Boosts Profits," *Sept.*, p. 18/ "Handling Complaints As a Sales Builder," *Oct.*, p. 68/ "Sell Benefit First and Boost Sales," *Nov.*, p. 20/ "Be Decisive — Make More Sales," *Dec.*, p. 18

**THE SMALL BUSINESS ADMINISTRATION AND SECURITY FIRMS.** Robert Devine and James Dilahunty. *Jan.*, p. 38

**SOLE PROPRIETORSHIP LIFE INSURANCE.** Joseph Arkin. *July*, p. 78

**A SPECIAL MESSAGE FROM THE PUBLISHER.** Raymond C. Farber. *July*, p. 6

**STOP THIEF! SALES OPPORTUNITIES IN SECURITY GLAZING.** Henry J. Gambino, Jr. *Apr.*, p. 18

**STUDY SEES LAX SECURITY AS PERIL TO POWER PLANTS.** *Aug.*, p. 114

**SURVEILLANCE WITH CCTV.** V.C. Houk. *Nov.*, p. 26

**SYNOPSIS OF ACTIONS FOR CLOSING THE SALE.** David Yoho. *Apr.*, p. 46

## T

**TWO-WAY RADIO, HELICOPTER CUT SCHOOL SECURITY COSTS.** SDM Staff Feature. *Mar.*, p. 22

## U

**U.L. LISTING ... WHAT'S IT ALL ABOUT?** R.J. Bargert. *Oct.*, p. 80

**THE USE OF RTV SEALANT-ADHESIVE IN ALARM INSTALLATIONS.** H. William Trimmer. *Sept.*, p. 125

## W

**WASHINGTON, D.C. TO INSTALL EMERGENCY COMMUNICATIONS CENTER.** *Apr.*, p. 74

**WATCH OUT FOR THE CO-INSURANCE CLAUSE!** Joseph Arkin, C.P.A. *Apr.*, p. 45

**WELCOME TO THE BEST ... SECURITY WEST.** *Jan.*, p. 20

**WHERE THERE'S A "WILL" THERE'S A WAY.** *Sept.*, p. 50

## Y

**YELLOW PAGES PROGRAM CAN ADD NEW CUSTOMERS.** *Dec.*, p. 80

# We hate service calls!

So these products are designed to lighten your maintenance load

## End

### Battery Replacement



AP-6 Ni-Cd  
UL-Listed &  
AP-12 Ni-Cd

**SIMULTANEOUSLY**

- Rings bell 1 hour
- Operates McCulloch or Dialer
- Holds in Protective Circuit 3 to 5 days ... all on standby

"Fail-Safe" protection against polarity reversal and shorts assures reliable power for continued operation on loss of AC. Choose from 4 Ni-Cd rechargeable power supplies—end-of-line, 6 vdc, and 12 vdc units—and end battery replacement forever. 3 year warranty.

## Stop

### Foil Breakage

NEW!



Foil Burglar Alarm Strip  
Clear MYLAR® Adhesive along both sides  
Strip does not contact adhesive sides

**NOW  
ABSOLUTELY  
CLEAR**

This tough, clear Mylar® protects window foil. Adhesive sides make installation quick and simple. Only actual glass breakage causes foil to rupture. Guaranteed not to yellow. Cosmetically attractive. No fish-eyes. A Perma Pack exclusive.

## Spot

### Swingers



**Peter's Meter  
Locates  
Intermittents**

New test meter locates swingers quickly. Can be left in circuit overnight to operate unattended. A built-in Sonalert sounds to pinpoint the "swinger". A reset button turns the sound OFF and permits the condition of the line to be read on the meter. Ideal for detecting grounds, shorts, opens, in any test situation.

For complete  
details, write:



**PERMA PACK INC.** By Alarm People  
for Alarm People  
118 West 29th Street, New York, N.Y. 10001 (212) 736-9580

